



# *Performance-Based Acquisition Challenges*

- **Challenges in O&M contracting**
  - **Requiring activities are not prepared/trained/experienced at performance based contracting (wrt BOS/O&M contracts)**
  - **Contracts were not written properly**
  - **O&M is believed to be the driver for performance based concerns vice A&AS type contract**
- **Challenges in R&D contracting**
  - **Command needs to be supported with extremely capable expertise in order to properly support new capability development - don't set the programs up for failure**



# *Performance-Based Acquisition Challenges*

- **Challenges for A&AS contracting**
  - **Continuing difficulty in defining good performance metrics**
  - **Best commercial practices are hard to define for HQ Staff type contracts**
  - **Industry believes CAASETA SOWs are adequately written in performance based language**
  - **Metrics may need to be at a higher level similar to CPARs ratings**
    - **Metrics may need to be more qualitative vice quantitative**



# *What Are The Other Challenges*

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- **Areas of misunderstanding**
  - Shift to a greater emphasis on cost rather than performance factors for A&AS contracts and task orders due to need for more defendable best value awards
    - This limits innovation and potential loss of experienced personnel
  - There is an emphasis on Multiple Award IDIQ task order contracts with a limited period of performance
    - The sheer number of task orders are draining on both government and industry assets



# *What Are The Other Challenges*

- **Improve communications by**
  - **Need to have more open communication with customers to better understand upcoming requirements**
    - **Educate requiring activities so they can discuss requirements with contractors before the RFP is released**
    - **Educate requiring activities on personal services indicators to help them understand where the line needs to be drawn**
    - **Continue discussions between industry and government to gain better insights into each others needs and issues**



# *What Are The Other Challenges*

- **Improve communications by**
  - **Industry would like more one on one discussions – better and more productive discussions will take place**
  - **Opening a regular forum between PMO, CONS, and contractors where ideas of improving and making CAASETA better are available**